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NPIC/TSSG/DED-1658-69
11 June 1969

MEMORANDUM FOR THE RECORD

SUBJECT: Procurement of 1540 Light Tables

1. On 6 June 1969 a series of meetings were held between DED, IEG, and PPBS, culminating in a final meeting in [] office on the evening of that date. In attendance at that meeting were [] and []

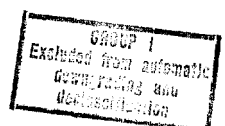
[] This meeting resulted because of extensive changes made in the specifications for a 1540 light table which were intended for subsequent submission to both [] for bids on production units. These specifications resulted from a series of meetings between []

[] The intent was to incorporate in one specification the better features of both the [] 1540 light tables.

2. Upon review of the new specification in draft form, it became evident that we no longer had a "specification" for a production version but in effect a new development objective for an advanced light table, and I felt that I could no longer in good conscience recommend the procurement procedure that I had previously described when we had been discussing a slightly modified version of the [] 1540. As a consequence, it was felt necessary to bring these problems to PPBS' and IEG's attention. We arranged a meeting with [] and tried to arrange for [] to be present, but he was unavailable. In the meeting with [] we attempted to isolate those features which were different on the new specification (D.O.) from those originally anticipated and we analyzed those features of the [] light tables which would require major changes in design philosophy as opposed to minor revisions. Furthermore, we went into an explanation of their impact upon the table design, their technical risks, and their contractual implications. Of primary concern was a higher intensity light source and an improved film take-up system for the [] 1540 light table and a thousand foot film capability and advanced film drive for the [] 1540 table. The following factors were of major importance in our analysis: (1) We need tables on hand []

(2) We need a certain number of tables to replace 940 MCE's which are either (a) getting to a stage that it no longer pays to repair them or (b) they do not have enough of the advanced features to be useful in our current operational environment. (3) Everyone was agreed that an advanced light table having the better features of the [] table and the better features of the [] tables was highly

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desirable for two reasons: (a) It would provide a far superior table operationally, and (b) there is a significant competitive advantage to the Government in having two alternate suppliers. This would give us leverage for final negotiation of a large joint procurement, which will probably exceed a million dollars. (4) Also considered was DED's firm position that the new table had so many features which would have been new to either one or the other manufacturer that it would not have been prudent to use such a vehicle as a specification for production quantities, since the table would in effect represent a totally new prototype and not a pre-production prototype. A pre-production prototype is one unit, the first of a production run, and it will have only minor changes from the original prototype. These changes are minor refinements and changes in construction to make it easier to produce; e.g., castings in place of bolted on assemblies. (5) Funding was available for the procurement of 50 units in FY 69 which might not be available in FY 70.

3. Considerable discussion ensued resulting in our isolating those features which are essential to NPIC for efficient operation and those which would be desirable but not necessarily cost effective. There were also certain items, such as the thousand foot take-up, which have been requested by the community to make the table more desirable for joint procurement and, of course, cheaper to NPIC in production quantities.

25X1 4. After considerable analysis, we agreed to proceed in the following manner: First, to write a specification incorporating only minor changes to the current [] 1540 light table. These would include some changes in the positioning of the switches, some modifications to the high intensity light source to insure adequate illumination close to the edges, and minor increases in torque of the film drive to more adequately translate 500 ft. rolls of film. This specification would be used to purchase a minimum number of [] 1540's utilizing FY 69 funds. This minimum number was to be determined by decreasing the number from 50 units to that number of units where continued reduction in the number of units would reach a "point of diminishing returns," i.e., buying fewer units would so increase the per unit cost of the tables being purchased as to obviate any cost/number advantage to NPIC. The optimum number might be 30 or 40 units. These units would provide IEG with adequate replacements for their 940 MCE's and would insure a practical capability for handling first inputs [] Furthermore, they would permit us to purchase some of the units with FY 69 funds.

25X1 5. At the same time, it was agreed that we should not lose the advantage of competition for a later (FY 70) bulk, joint procurement order and that it was considered highly desirable to proceed with a

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second document which would be a combination specification and development objective to develop, in parallel, two prototypes--which would probably not exceed [] each--and that these prototypes should incorporate the best features of both the [] 1540 light tables. Because these tables would be similar to the two tables currently in existence, it was felt that this development could be accomplished within 4 or 5 months, and that it may be possible to skip the pre-production prototype stage since these in effect would be "second generation" prototypes. It is DED's current intent to have proposals from [] ready for evaluation by the latter part of July.

[]

Deputy Chief,
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